

Note for DAlessandro, Giuseppe

**From:** Davis, Nancy  
**Date:** Mon, Nov 8, 1993 3:24 PM  
**Subject:** RE: BASIC MENTHOL BIG1F  
**To:** Huckfeldt, Robert; Washer, Nancy  
**Cc:** DAlessandro, Giuseppe; Rush, Sonya; Sinha, Arun

- Memo code for 3 kits  
 placement.

2060170436

The following is an E-Mail from Sonya which spells out the Kit quantities for you. Can we discuss the procedure for shipping material from KDC to PM Express to make this happen. I'll be out tomorrow but will be back on Wednesday. Please let me know your thoughts as well as how quickly we can proceed to make this happen within 2 weeks so that the field can begin ordering for late November / early December shipments.

**From:** Rush, Sonya on Mon, Nov 8, 1993 10:09 AM  
**Subject:** BASIC MENTHOL BIG1F  
**To:** DAlessandro, Giuseppe; Davis, Nancy; Sinha, Arun  
**Cc:** Garguilo, Thomas

PER OUR MEETING LAST FRIDAY WITH THE TMD'S, THE FOLLOWING AGREEMENTS WERE MADE:

1. ALLOCATION OF THE 4.89 MILLION BIG1F DEALS IS:

- R1 - 1.95 MM
- R2 - 1.20 MM
- R3 (LIMITED TO CERTAIN SECTIONS) - 0.24 MM
- R4 - 1.50 MM

2. WE WILL TAKE EXISTING POS (SOME MENTHOL SPECIFIC) AND ASSEMBLE INTO THREE DIFFERENT KITS.

KIT #1 -

- 1- 100 DEAL DUMP BIN AND INSERTS - POS #72984 AND 76111
- 2 - POSTERS - POS# 72815
- 2- DANGLERS - POS# 72813
- 4- STICKERS - POS#72814

Qty

Kits new

KIT #2

- 1- 80 PACK SHIPPER - POS #72983
- 2 - POSTERS - POS# 72815
- 2- DANGLERS - POS# 72813
- 4- STICKERS - POS#72814

Qty

KIT #3

- 1- 24 PACK SUCTION CUP - POS# 72825
- 2 - POSTERS - POS# 72815
- 2- DANGLERS - POS# 72813
- 4- STICKERS - POS#72814
- 2- STATIC CLING - POS#72816

Qty

3. THE ALLOCATION OF THE KIT'S WILL BE AS FOLLOWS:

KIT #1 - MAX QTY : 10,000

200

R1 - 25%

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